

PNC Infratech Limited



Results Update Presentation *Q4 and FY 2016-17*

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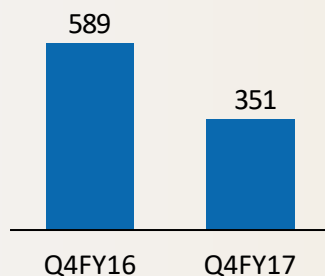
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1

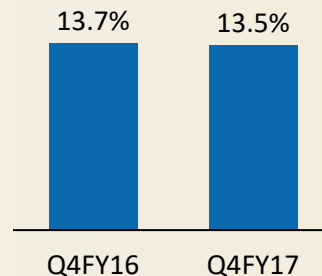
Key Highlights & Financials

Q4 FY17



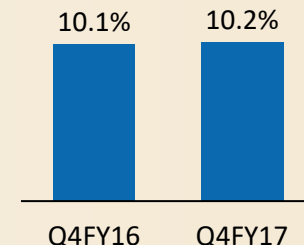
Revenue

Rs. 351 Crs



EBITDA

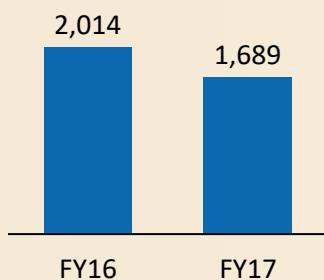
Rs. 47 Crs



PBT

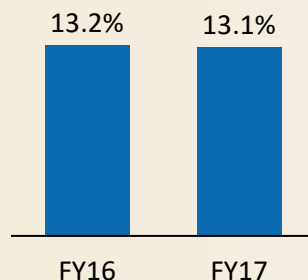
Rs. 36 Crs

“Revenues were effected due to heavy rains in Q2, Demonetization drive by Govt. of India in Q3 and delay in declaration of appointed date for projects by NHAI because of delay in Land Acquisition during the year”



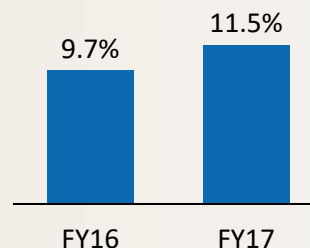
Revenue

Rs. 1,689 Crs



EBITDA

Rs. 221 Crs

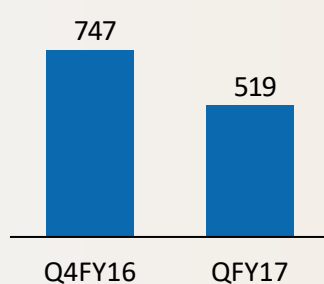


PBT

Rs. 194 Crs

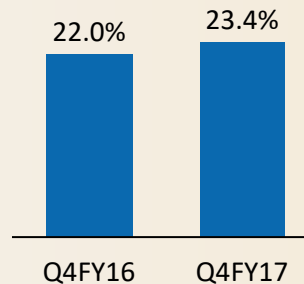
FY17

Q4 FY17



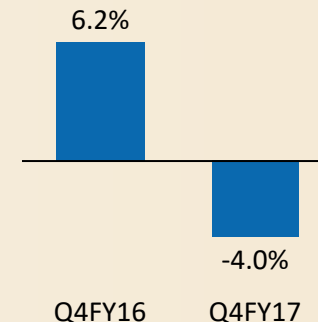
Revenue

Rs. 519 Crs



EBITDA

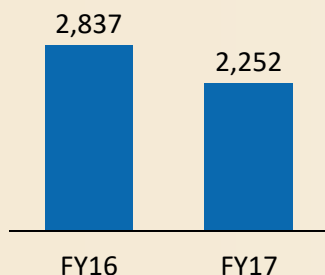
Rs. 121 Crs



PBT

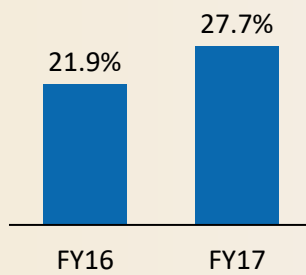
Rs. (21) Crs

“Revenues were effected due to heavy rains in Q2, Demonetization drive by Govt. of India in Q3 and delay in declaration of appointed date for projects by NHAI because of delay in Land Acquisition during the year”



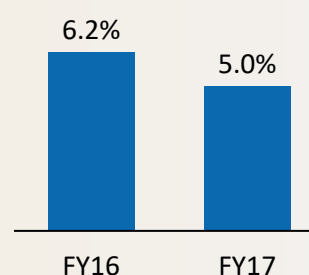
Revenue

Rs. 2,252 Crs



EBITDA

Rs. 624 Crs



PBT

Rs. 113 Crs

FY17

HAM Projects

Won 4 HAM Projects

- ✓ Won 4 HAM projects with total bid project cost of Rs. 5,035 crores
- ✓ **Dausa-Lalsot-Kauthun Section** HAM project has achieved Financial Closure well before time

Projects Award

Received projects worth Rs. 5,528 crores

- ✓ Bid Project Cost Rs. 881 crores of **Dausa –Lalsot-Kauthun section** received from NHAI
- ✓ Bid Project Cost Rs. 1,434 crores of **Chitradurga - Davanagere** including Chitradurga bypass received from NHAI
- ✓ Bid Project Cost Rs. 1,410 crores of **Jhansi-Khajuraho section** (Package I) received from NHAI
- ✓ Bid Project Cost Rs. 1,310 crores of **Jhansi-Khajuraho section** (Package II) received from NHAI
- ✓ Project worth Rs. 233 crores of **Etah to Kasganj** received from UPPWD
- ✓ Project worth Rs. 140 crores **Airport Runway at Bakshi Ka Talab Lucknow** received from MES
- ✓ Project worth Rs. 120 crores of **Nanau-Dadon** of UP PWD

Corporate Action

Dividend

- ✓ Recommended a final dividend of 25% i.e. Rs.0.50 per equity shares of face value of Rs. 2/- each for the financial year ended March 31, 2017*

Sub-division of equity shares

- ✓ Sub-division of equity shares of the company from 1 share of face value of Rs. 10/- each into 5 equity shares of Rs. 2/- each to improve liquidity
- ✓ Issued capital has increased from 5,13,07,833 shares of Face value of Rs. 10 each to 25,65,39,165 shares of Face value of Rs. 2 each

Reaffirmed

PNC Infratech Ltd.

- ✓ Assigned **“Stable” outlook**
- ✓ Long term bank facilities revised from “CARE A+ (Single A plus)” to **“CARE AA- (Double A Minus)”**
- ✓ Short term bank facilities reaffirmed **“CARE A1+ (A One plus)”**

Assigned

Rating of Commercial Paper

- ✓ Rating of Commercial Paper (CP) issue for a limit of Rs. 100 crores with a maturity not exceeding one year assigned **“CARE A1+ (A One Plus)”**

Upgrade

MP Highways Pvt. Ltd.

- ✓ Long Term Bank facilities upgraded from “CARE BBB- (Triple B minus)” to **“CARE A- (Single A minus; Outlook: Stable)”**

Upgrade

PNC Raebareli Highways Pvt. Ltd.

- ✓ Long Term Bank facilities (Senior Debt) revised from “CARE A- (Single A minus)” to **“CARE A+ (Single A Plus; Outlook: Stable)”**
- ✓ Long Term Bank facilities (Subordinate Debt) revised from “CARE BBB+ (Triple B Plus)” to **“CARE A (Single A; Outlook: Stable)”**

Upgrade

PNC Kanpur Highways Ltd.

- ✓ Long Term Bank facilities upgraded from “CARE BBB (Triple B)” to **“CARE BBB+ (Tripe B Plus; Outlook: Positive)”**

Bid Project Cost Rs. 881 crores

2 laning with paved shoulders of **Dausa-Lalsot-Kauthun** section of NH-11 A (Extension) in the state of Rajasthan under NHDP IV

Bid Project Cost Rs. 1,434 crores

6 laning **Chitradurga - Davanagere** including Chitradurga bypass, design chainage km 0.000 to km 20.700 and Km 208.000 to km 260.000 of NH 48 (Old NH-4) in the state of Karnataka under NHDP V

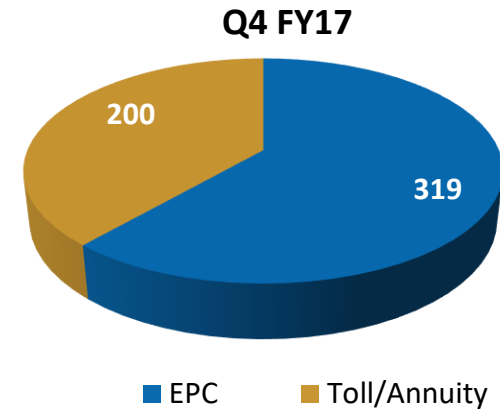
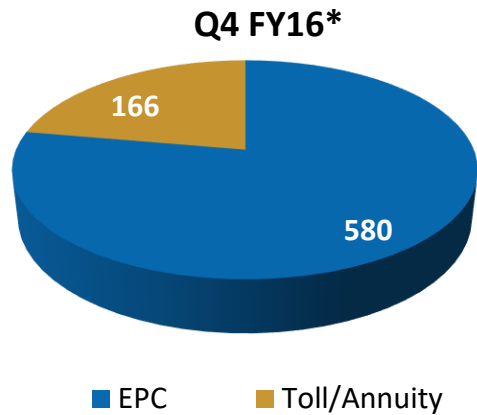
Bid Project Cost Rs. 1,410 crores

4 laning **Jhansi-Khajuraho** section of NH 75/76 (Package I) from km 0.00 to km 76.30 in the states of UP & MP under NHDP III

Bid Project Cost Rs. 1,310 crores

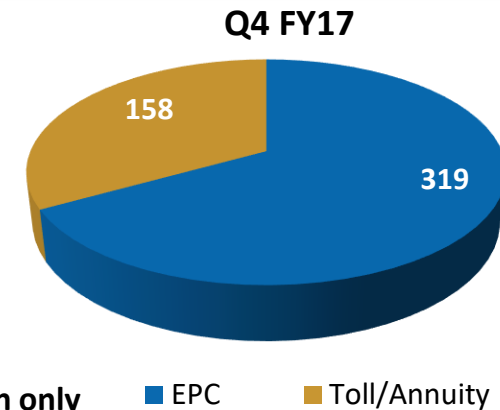
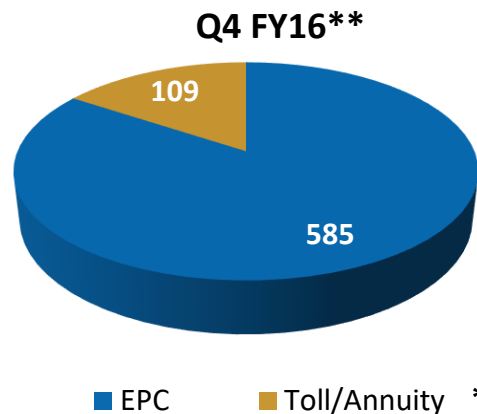
4 laning **Jhansi-Khajuraho** section of NH 75/76 (Package II) from km 76.30 to km 161.70 in the states of UP & MP under NHDP III

Quarter 4 (Rs. Crs)



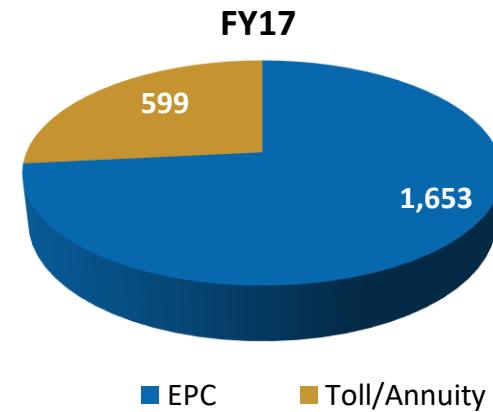
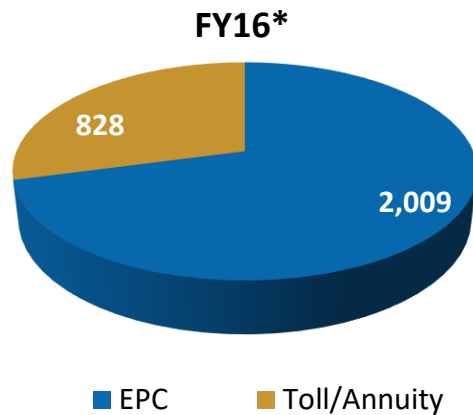
* As per Ind-AS

Quarter 4 (Rs. Crs)



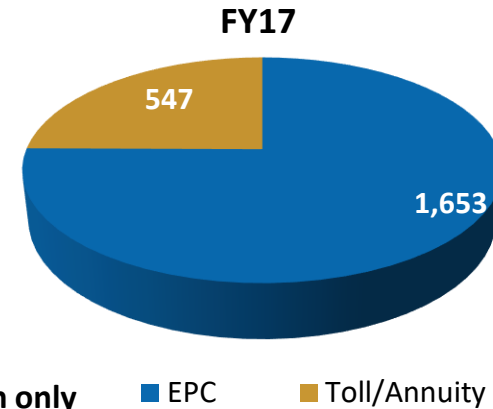
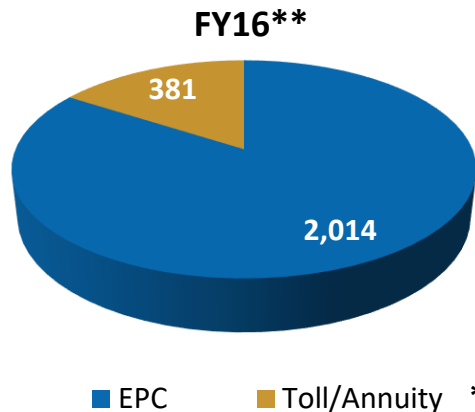
** As per I GAAP for comparison only

Full Year (Rs. Crs)



* As per Ind-AS

Full Year (Rs. Crs)



** As per I GAAP for comparison only

2

Order-book Details

Order-book Highlights

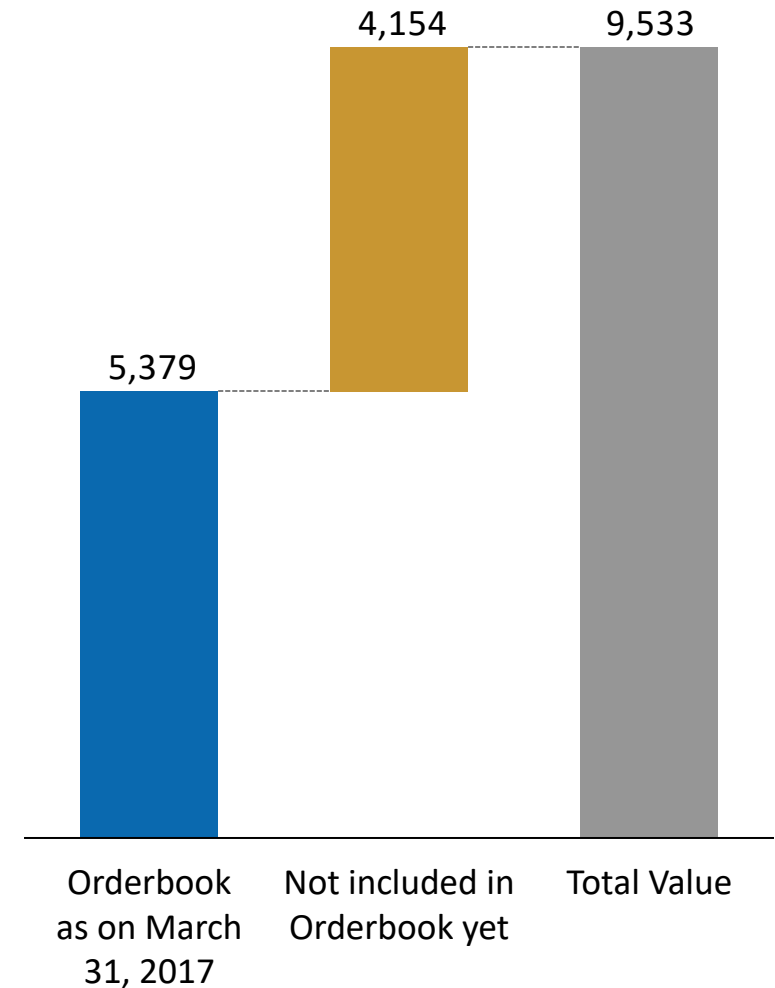
■ Remaining value of contracts under execution Rs. 5,379 crores as on March 31, 2017.

- ✓ In addition, the company has received LOI for the following projects worth Rs. 4,154 crores which has not been included in the above contract under execution yet
 - 6 laning Chitradurga - Davanagere including Chitradurga bypass, design chainage km 0.000 to km 20.700 and Km 208.000 to km 260.000 of NH 48 (Old NH-4) in the state of Karnataka under NHDP V, on Hybrid Annuity Model for a bid project cost of **Rs. 1,434 crores**.
 - 4 laning **Jhansi-Khajuraho section** of NH 75/76 (Package I) from km 0.00 to km 76.30 in the states of UP & MP under NHDP III, on Hybrid Annuity Model for a bid project cost of **Rs. 1,410 crores**
 - 4 laning **Jhansi-Khajuraho section** of NH 75/76 (Package II) from km 76.30 to km 161.70 in the states of UP & MP under NHDP III, on Hybrid Annuity Model for a bid project cost of **Rs. 1,310 crores**

Key EPC Projects Under Construction	Awarding Authority	Remaining Value (Rs. Crores)
Nagina-Kashipur	NHAI	1,156
Varanasi-Gorakhpur	NHAI	869
Dausa-Lalsot	NHAI	712
Aligarh-Moradabad	NHAI	567
Bhojpur-Buxar	NHAI	477
Top 5 projects		3,781
Other Projects		1,598
Total Order Book		5,379
Top 5 projects as % to Total Order Book		70.28%

Road EPC projects constitute 94% of order-book

Recent Order Wins	Bid Project Cost (Rs. Crores)
6 laning Chitradurga - Davanagere including Chitradurga bypass, design chainage km 0.000 to km 20.700 and Km 208.000 to km 260.000 of NH 48 (Old NH-4) in the state of Karnataka under NHDP V	1,434
4 laning Jhansi-Khajuraho section of NH 75/76 (Package I) from km 0.00 to km 76.30 in the states of UP & MP under NHDP III	1,410
4 laning Jhansi-Khajuraho section of NH 75/76 (Package II) from km 76.30 to km 161.70 in the states of UP & MP under NHDP III	1,310
Total	4,154



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BOT Portfolio

Sizeable BOT Portfolio



Project	% Stake	Authority	State / Stretch	Type	JV Partners	Kms / Lanes	TPC (Rs. Crs)	Invested Equity (Rs. Crs)	PNC Share of Invested Amount (Rs. Crs)	Grant (Rs. Crs)	Total Debt (Rs. Crs)	Debt as on 31th Mar '17 (Rs. Crs)
Ghaziabad Aligarh	35%*	NHAI	UP / NH-91	Toll	SREI, Galfar	125 / 4	2,019.0	194.0	67.9*/118.1#	311.0	1,514.0	1337.1
Kanpur Kabrai	100%	NHAI	UP / NH-86	Toll	-	123 / 2	458.5	67.5	67.5	123.0	268.0	242.5
Gwalior Bhind	100%	MPRDC	MP / NH-92	Toll	-	107.68 / 2	340.3	78.3	78.3	27.0	235.0	211.0
Bareilly Almora	100%	UPSHA	UP / SH-37	Toll	-	54 / 4	604.5	74.6	74.6	70.0	460.0	457.4
Rae Bareli Jaunpur	100%	NHAI	UP / NH-231	Annuity	-	166.40 / 2	837.4	139.6	139.6	0.0	697.8	697.8
Narela Industrial Area	100%	DSIIDC	Delhi / NA	Annuity	-	33 / -	175.0	35.0	35.0	0.0	140.0	99.00
Kanpur Ayodhya	100%	NHAI	UP / NH-28	OMT	-	217 / 4	-	0.1	0.1	-	-	-
Dausa-Lalsot	100%	NHAI	Raj/ NH11A	Hybrid	-	83.45/ 4/2	819.9	0.05	0.05	383.5	370.9	-
							5,254.6	589.2	581.2	914.3	3,685.7	3,044.8

All Projects Operational; No further equity commitment for any BOT project

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Annexure I – Summary Financials

Quarter 4 Profitability Statement



Rs. Crores	Standalone			Consolidated		
	Q4 FY17	Q4 FY16	YoY growth	Q4 FY17	Q4 FY16	YoY growth
REVENUE	350.56	588.74	-40%	518.92	746.53	-30%
EBITDA	47.43	80.45	-41%	121.26	163.98	-26%
EBITDA margin	13.53%	13.66%		23.37%	21.97%	
Other Income	10.60	9.86		2.27	9.22	
Depreciation	14.04	18.93		66.44	49.68	
Interest	8.36	12.11		77.86	76.87	
Profit Before Tax	35.63	59.27	-40%	-20.76	46.65	-145%
Total Tax Expenses	1.89	-86.31		1.81	-86.85	
Current Tax	7.68	-6.80		6.60	-8.04	
MAT Credit Entitlement	-8.14	-42.01		-6.82	-42.44	
Deferred Tax	2.34	1.45		2.09	2.59	
Taxation in respect of earlier years	0.00	-38.95		-0.06	-38.95	
Profit After Tax	33.74	145.58	-77%	-22.57	133.50	-117%
Minority Interest	0.00	0.00		0.00	0.00	
Share of Profit / (Loss) of Associates	0.00	0.00		0.75	-4.15	
Net Profit after taxes, minority interest and Share in profit/(Loss) of Associates	33.74	145.58	-77%	-21.82	129.36	-117%
PAT Margin	9.62%	24.73%		-4.20%	17.33%	
Other Comprehensive Income						
Items that will not be reclassified to Profit & Loss						
Actuarial Gains on employee benefits	0.23	-0.32		0.39	-0.32	
Tax on above	-0.08	0.11		-0.13	0.11	
Items that will be reclassified to Profit & Loss						
Total other Comprehensive income, net of tax	0.15	-0.21		0.26	-0.21	
Total Comprehensive income for the Period	33.89	145.36	-77%	-21.56	129.14	-117%
Cash Profit *	47.93	164.29	-71%	44.88	178.82	-75%
Cash Profit Margin	13.7%	27.9%		8.6%	24.0%	

Full Year Profitability Statement



Rs. Crores	Standalone			Consolidated		
	FY17	FY16	YoY growth	FY17	FY16	YoY growth
REVENUE	1,689.11	2,014.16	-16%	2,252.33	2,836.78	-21%
EBITDA	221.02	266.02	-17%	624.08	622.33	0%
EBITDA margin	13.08%	13.21%		27.71%	21.94%	
Other Income	46.55	25.34		40.60	24.75	
Depreciation	53.33	57.04		241.57	212.73	
Interest	20.31	39.94		310.19	257.40	
Profit Before Tax	193.93	194.38	0%	112.91	176.95	-36%
Total Tax Expenses	-15.76	-40.19		-26.09	-44.28	
Current Tax	41.46	42.01		42.72	42.60	
MAT Credit Entitlement	-32.59	-42.01		-33.01	-42.44	
Deferred Tax	0.62	-1.24		-10.49	-5.49	
Taxation in respect of earlier years	-25.24	-38.95		-25.31	-38.95	
Profit After Tax	209.69	234.57	-11%	139.00	221.23	-37%
Minority Interest	0.00	0.00		0.00	0.00	
Share of Profit / (Loss) of Associates	0.00	0.00		-20.73	-12.57	
Net Profit after taxes, minority interest and Share in profit/(Loss) of Associates	209.69	234.57	-11%	118.28	208.66	-43%
PAT Margin	12.41%	11.65%		5.25%	7.36%	
Other Comprehensive Income						
Items that will not be reclassified to Profit & Loss						
Actuarial Gains on employee benefits	0.34	-0.07		0.49	-0.07	
Tax on above	-0.11	0.02		-0.16	0.02	
Items that will be reclassified to Profit & Loss						
Total other Comprehensive income, net of tax	0.22	-0.04		0.33	-0.04	
Total Comprehensive income for the Period	209.91	234.52	-10%	118.60	208.62	-43%
Cash Profit *	263.24	291.57	-10%	360.17	421.35	-15%
Cash Profit Margin	15.58%	14.48%		15.99%	14.85%	

Standalone Balance Sheet

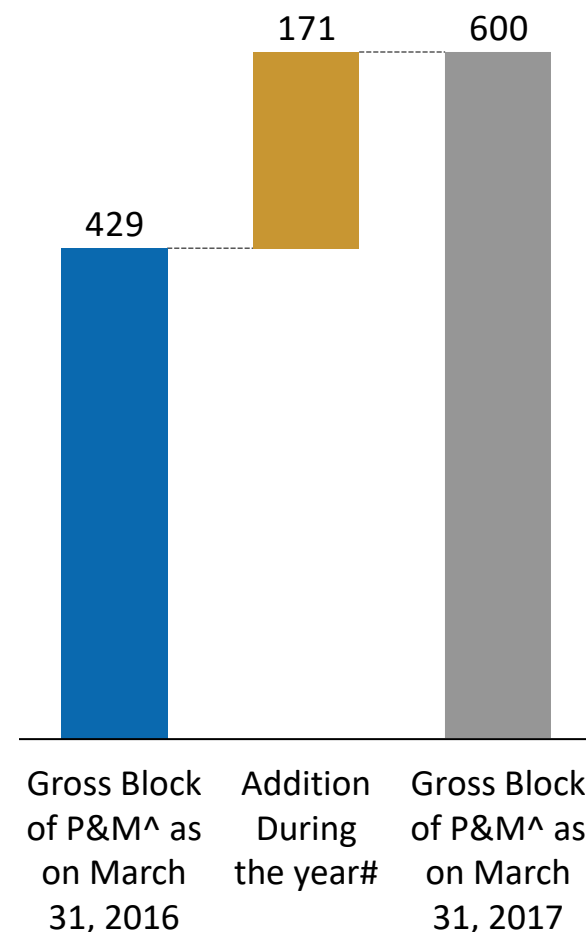


ASSETS (Rs. Crores)	Mar-17	Mar-16
(1) NON-CURRENT ASSETS		
(a) Property, plant & equipment	345.90	210.59
(b) Capital work-in-progress	7.82	1.87
(c) Intangible Asset	1.99	1.93
(d) Intangible Asset Under Development	-	-
(e) Financial assets		
(i) Investments	467.57	464.36
(ii) Other Financial Assets	168.74	75.74
(f) Deferred Tax Asset	2.25	2.99
(g) Other Non - current assets	260.97	163.96
Sub Total (A)	1,255.24	921.45
(2) CURRENT ASSETS		
(a) Inventories	153.48	236.38
(b) Financial Assets		
(i) Trade receivables	630.86	376.30
(ii) Cash and cash equivalents	4.43	74.47
(iii) Bank Balances other than (ii) above	31.06	22.58
(iv) Other Financial Assets	195.47	139.91
(c) Current tax assets (net)	-	-
(d) Other current assets	123.20	118.95
Sub Total (B)	1,138.50	968.59
Total Assets (A+B)	2,393.74	1,890.03

EQUITY AND LIABILITIES (Rs. Crores)	Mar-17	Mar-16
EQUITY		
(a) Equity Share capital	51.31	51.31
(b) Other equity	1,520.86	1,327.06
Sub Total (C)	1,572.17	1,378.37
LIABILITIES		
(1) Non-Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	57.63	6.03
(ii) Other Financial Liabilities excl. provisions	99.96	65.36
(b) Provisions	3.49	2.82
(c) Deffered Tax Liability	-	-
(d) Other Non-Current Liabilities	64.04	91.42
Sub Total (D)	225.12	165.63
(2) Current Liabilities		
(a) Financial liabilities		
(i) Borrowings	89.72	0.19
(ii) Trade Payables	236.90	94.22
(iii) Other Financial Liabilities excl. provisions	106.85	48.57
(b) Other current liabilities	142.36	182.81
(c) Current tax liability	-	-
(d) Provisions	20.63	20.24
Sub Total (E)	596.45	346.03
Total Equity & Liabilities (C+D+E)	2,393.74	1,890.03

Strong credit rating of CARE AA- for Long Term, CARE A1+ for short-term loans, "Stable" outlook and CARE A1+ for Commercial Paper

Name of Machinery	OEM	Quantity
Heavy Duty Vehicles	Ashok Leyland, Tata Motors	646
Diesel Generators	Cummins/Jackson, Sudhir, Kirloskar, A/L, Greaves, Prakash, Escorts	264
Light Duty Vehicles and Attachments	Mahindra, Tata, Farm Trac, John Deere	216
Storage Tank	--	103
Passenger Vehicles	Toyota, Mercedes, Tata, Mahindra, BMW	87
Soil Compactors	Escorts, Greaves, IR, Volvo, HAMM	77
Wheel Loaders	CAT, HM, Liugong	70
Backhoe Loader	CAT, JCB	69
Compressor	IR, Local	67
Weigh Bridge upto 100 Ton	(Ashbee/ Vishwakarma/ Jyoti Weighing)	65
Excavators	Komatsu, CAT, Volvo, Dozco	52
Paver Finisher (Concrete / Bituminous)	IR, Apollo, Voegele, Wirtgen, Multiquip	51
Motor Grader	CAT, Volvo, Sany	49
Batching Plant & Concrete Mixture	Schwing Stetters, Universal, Allen Buildwell	48
Tandem Rollers	IR, HAMM	42
Static Roller / Plate Compactors	Local	31
Tar Boiler/Bitumen Distributor	Local, Apollo, Allwin	29
Cranes	Alpha, CAT, Escorts	24
Hot Mix Plants	Apollo, Linnhoff, Speco, Shiv Shakti	19
Broomer	Apollo, Allwin	18
Wet Mix Plants	Apollo, Everest, Shiv Shakti	15
Crusher Plants	Metso, Terex, Local	15
Kerb Paver	Apollo, Arrow, Roadtech	14
Concrete Pump and Placer	Schwing Stetter, Putz, Greaves, Surilla	10
Tower Light	Bellstone, IR, Akshay Patra, Prakash	10
PTR	HAMM, IR, Greaves	10
Gross Block of Plant & Machinery		Rs. 522 crores



Consolidated Balance Sheet



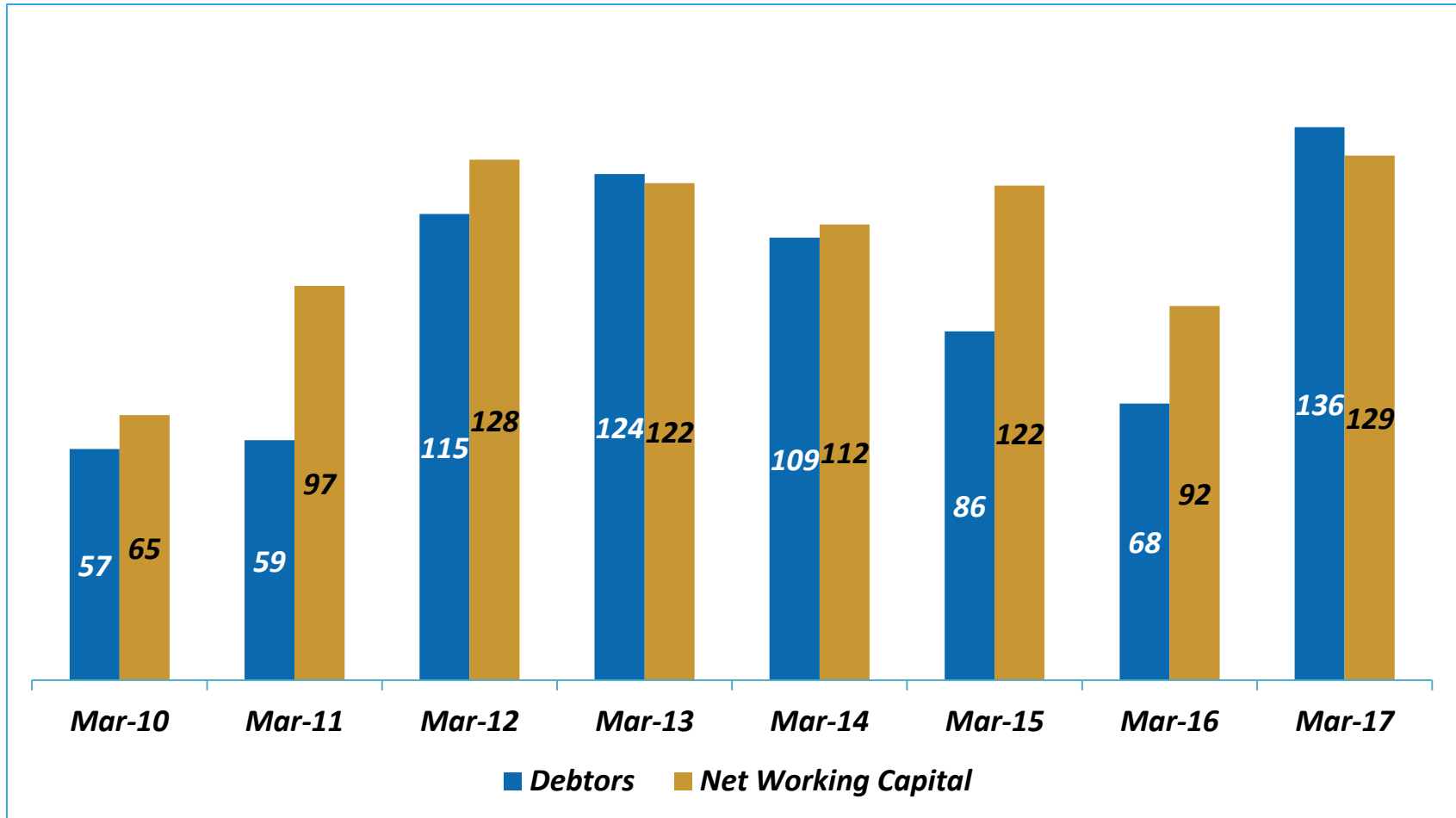
ASSETS (Rs. Crores)	Mar-17	Mar-16
(1) NON-CURRENT ASSETS		
(a) Property, plant & equipment	351.21	217.00
(b) Capital work-in-progress	7.82	1.87
(c) Intangible Asset	2,053.62	2,230.19
(d) Intangible Asset Under Development	-	-
(e) Financial assets		
(i) Trade receivables	1,161.19	1,090.50
(ii) Investments	35.16	55.89
(iii) Other Financial Assets	63.05	55.80
(f) Deferred Tax Asset	63.33	2.87
(g) Other Non - current assets	387.60	245.62
Sub Total (A)	4,122.97	3,899.74
(2) CURRENT ASSETS		
(a) Inventories	153.48	236.38
(b) Financial Assets		
(i) Investments	67.53	10.29
(ii) Trade receivables	652.37	410.57
(iii) Cash and cash equivalents	15.49	66.48
(iv) Bank balances other than (iii) above	31.06	40.10
(iv) Other Financial Assets	2.55	72.52
(c) Current tax assets (net)	0.00	0.00
(d) Other current assets	235.28	151.04
Sub Total (B)	1,157.76	987.38
Total Assets (A+B)	5,280.73	4,887.12

EQUITY AND LIABILITIES (Rs. Crores)	Mar-17	Mar-16
EQUITY		
(a) Equity Share capital	51.31	51.31
(b) Other equity	1,409.72	1,306.56
Equity attributable to owners	1,461.03	1,357.87
Non Controlling Interest	0.01	0.05
Sub Total (C)	1,461.04	1,357.92
LIABILITIES		
(1) Non-Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	1,673.37	1,571.34
(ii) Trade Payables	1,103.81	1,189.46
(iii) Other Financial Liabilities	112.88	64.97
(b) Provisions	64.88	17.25
(c) Deferred Tax Liability	62.22	63.16
(d) Other Non-Current Liabilities	64.04	91.33
Sub Total (D)	3,081.20	2,997.51
(2) Current Liabilities		
(a) Financial liabilities		
(i) Borrowings	121.29	29.92
(ii) Trade Payables	276.77	204.62
(iii) Other financial liabilities	171.27	89.74
(b) Other current liabilities	148.19	188.11
(c) Current tax liability	1.06	0.00
(d) Provisions	19.92	19.29
Sub Total (E)	738.50	531.69
Total Equity & Liabilities (C+D+E)	5,280.73	4,887.12

Reconciliation Statement of Profit and Loss as previously reported under IGAAP to Ind-AS for the quarter and year ended 31st March 2016



Particulars (Rs. Crores)	Quarter ended 31st March, 2016		Year ended 31st March, 2016	
	Consolidated	Standalone	Consolidated	Standalone
Net profit/ (loss) as per Indian GAAP	147.86	153.73	216.10	242.74
Recognition & Measurement at Fair Valuation of toll, cash & annuity received and receivable impacting revenue, interest expenses / income, amortisation & other expenses	-18.91	-2.26	-7.53	-2.11
Actuarial Gain – Net of tax	0.21	0.21	0.04	0.04
Misc. – Fair Valuation	0.19	-6.11	0.05	-6.11
Total Profit / (Loss)	-18.51	-8.16	-7.44	-8.17
Net Profit /Loss as per IND-AS	129.36	145.58	208.66	234.57



* - Standalone

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Annexure II – Company Overview



Infrastructure construction, development and management company; expertise in execution of projects including highways, bridges, flyovers, airport runways, industrial areas and transmission lines

Executed 59 major infrastructure projects spread across 13 states, of which 38 are road EPC projects; currently executing 17 projects

Strong credit rating of CARE AA- for Long Term, CARE A1+ for Short Term Loans, “Stable” outlook and CARE A1+ for Commercial Paper

Large fleet of sophisticated equipment and professionally qualified & experienced employee base

Operating 6 BOT projects and 1 OMT project, comprising of both toll & annuity assets;
4 HAM project under-implementation

Established track record of timely/early completion of projects

Completed 38 infrastructure road projects on EPC basis

Roads & Highways EPC

Roads & Highways BOT / OMT

Operating 6 BOT projects and 1 OMT project, comprising of both toll & annuity assets; 4 HAM project under-implementation

Set up power transmission lines of approximately 350 km of 132/220 kilovolt lines on a turn-key basis

Power Transmission

Airport Runways

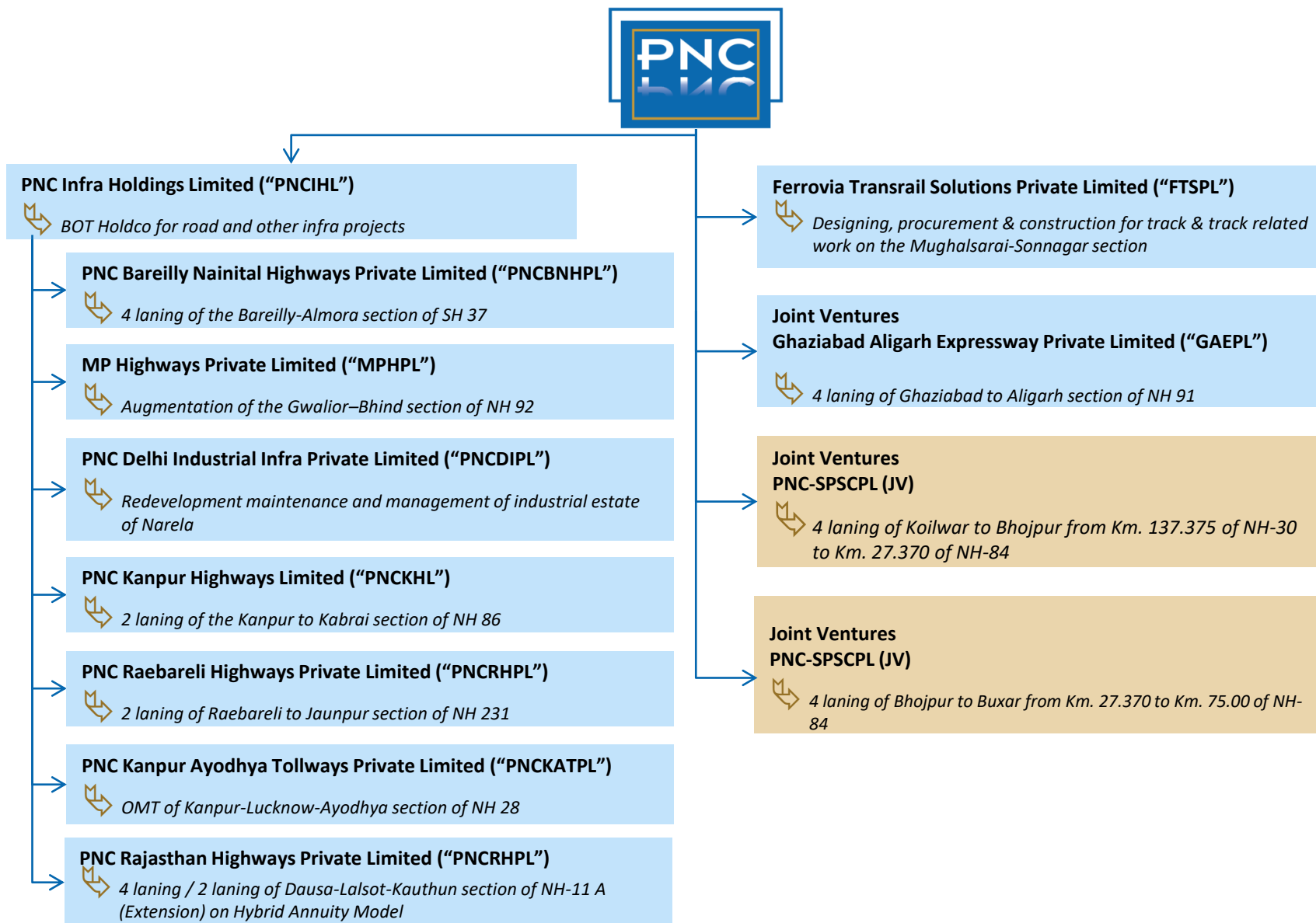
Executed 19 airport runway projects across India & received 'Super Special' class certification from Military Engineering Services

Completed first of its kind BOT annuity project - area redevelopment and management of Industrial Estate of Narela, New Delhi for Delhi State Industrial & Infrastructure Development Corporation (DSIIDC)

Industrial Area Development

Dedicated Freight Corridor / Railways

Design, procurement and construction of track and track related works on Mughalsarai - Sonnagar section of Dedicated Eastern Freight Corridor on EPC basis – under execution





- **Mr. Pradeep Kumar Jain - Chairman & Managing Director**
 - Over 38 years of experience in the construction, infrastructure sector and allied areas
 - Responsible for overall administration and supervision of projects and liaison with agencies



- **Mr. Naveen Kumar Jain - Whole-time Director**
 - Over 29 years of experience in industries such as construction, cold storage, transportation, machineries and transport organization
 - Responsible for supervision of administration, human resources, legal and logistics-related functions



- **Mr. Chakresh Kumar Jain - Managing Director**
 - Over 28 years of experience in development of infrastructure sector, such as construction of highways, airports, rail over-bridges among others
 - Responsible for overall finance, project management and administration



- **Mr. Yogesh Kumar Jain - Managing Director**
 - Over 23 years of experience in planning, execution, supervision of work starting from pre-qualification and tendering up to completion and handing over of sites
 - Responsible for technical supervision of projects up to completion stage of such projects



Mr. Pradeep Kumar Jain

CMD



Mr. Naveen Kumar Jain

Whole-time Director



Mr. Chakresh Kumar Jain

Managing Director



Mr. Yogesh Kumar Jain

Managing Director



Mr. Anil Kumar Rao

Whole-time Director



Mr. Chhotu Ram Sharma

Independent Director



Mr. Subhash Chander Kalia

Independent Director



Mr. Ashok Kumar Gupta

Independent Director



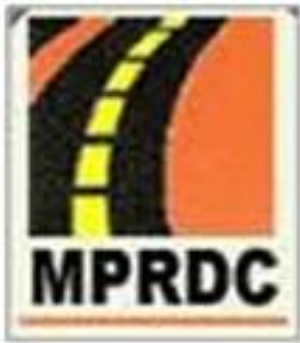
Mr. Rakesh Kumar Gupta

Independent Director



Ms. Deepika Mittal

Independent Director



Uttar Pradesh Power Corporation Limited



For further information, please contact:

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CIN: L45201DL1999PLC195937

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Investor Relations Advisors :

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CIN: U74140MH2010PTC204285

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